



Mandatory and Best Efforts Committing – Two Great Execution Options

By selling whole loans to Fannie Mae, you can generate immediate funds for additional mortgage originations. There are two execution options available to our customers in Pricing & Execution – Whole Loan™:

Mandatory: You commit to deliver a specified dollar amount of mortgage loans at a set price by a specific date. If you are not able to fulfill the terms of your commitment, you may be subject to a pair-off fee.

Best Efforts: You commit to sell a loan to us, but if the loan does not close, you typically will not be charged a pair-off fee.

You determine how to best manage the loans in your pipeline by choosing between the two committing options. At any time, one or the other may be better for your business goals. And you may use either option on a loan-by-loan basis. The side-by-side comparison of the two options provided below can assist you in making this decision.

	Mandatory	Best Efforts
Commitment Type	Multiple or Single Loan	Single Loan (Borrower & Property Specific)
Loan Substitution	Yes	Not allowed
Live Pricing	8:15 a.m. – 5:00 p.m. ET	8:15 a.m. – 5:00 p.m. ET
After-hours Pricing	No live pricing; Close of business mandatory prices available from 5:00 p.m. – 10:00 p.m. ET	Available to commit from 5:00 p.m. – 10:00 p.m. ET
Desktop Underwriter® (DU®) System Integration	No	Yes
Extensions Allowed	Yes (1-30 days)	Yes (1-30 days; if loan closed, up to 60 days)
Pair-off Fee	Yes, based on market movement	No, unless the loan closes and is not delivered to Fannie Mae
Product Change	Not allowed	Allowed
Commitment Amount Change	Subject to certain tolerances	Allowed with no restriction
Commitment Pass-Through Change	Delivery allowed within 5 pass-through rates or 50 bps	Allowed with no restriction

For More Information

For Capital Markets Pricing and Sales Desk support, or to learn more about mandatory and best efforts whole loan committing, call the Capital Markets Pricing and Sales Desk at 1-800-752-0257.

Learn more about [Pricing & Execution – Whole Loan](#), [Mandatory Committing](#), and [Best Efforts Committing](#).